

GILLESPIE FIELD DEVELOPMENT COUNCIL

July 19, 2005

INFORMATION ITEM # 7

FAMILY CHRISTMAS TREE FARM

REQUEST FOR PROPOSALS, NEW AGRICULTURAL LEASE

BACKGROUND

On May 28, 1998, the Director of General Services, as County Airports' Lease Administrator, executed a Rental Agreement, for a term of eight years and nine months, pertaining to the approximately 9.92-acre Family Christmas Tree Farm located in the vicinity of Pepper Drive and Graves Avenue, in the city of El Cajon, California (County Contract No. 75048R). The Premises includes Parcel 88-0200A, 5.145 acres; Parcel 88-0200B, 1.487 acres; Parcel 88-0200C, 1.058 acres; Parcel 88-0200D, 0.553 acres; Parcel 88-0200E, 1.681 acres. The term of this Rental Agreement is from April 4, 1998 to December 31, 2006. It is in the interest of County Airports to ensure that this property continues to be used in a manner consistent with airport policies and as a compatible use, following the termination of the existing Rental Agreement.

PROPOSAL

Based on the Airport Layout Plan and the draft Land Use Compatibility Plan, it has been determined that the existing use of the property, as a tree farm, is an optimal use of the property. This use does not interfere with air navigation, requires little if any construction, and does not require a high concentration of people be located on the property. As such, it provides a buffer area at the end of the primary runway, which is extremely important for safe operations at any airport. A new lease under these circumstances would be exempt from review under the California Environmental Quality Act (CEQA) by Section 15301 of the CEQA Guidelines as it involves continuation of an existing use. The County wishes to continue use of this property as a tree farm and has determined that a competitive solicitation process would best serve the interest of the County in developing a new long-term lease of the property for such a use.

Airports staff proposes entering into a Request for Proposals (RFP) process for a new lease of the property to become effective January 1, 2007. If approved, the RFP will be made available to parties who have expressed an interest in the property. Availability of the document will also be advertised in the San Diego Union Tribune and on the County Airports' web page. Respondents will have four to six weeks to submit their proposals and their respective qualifications. The RFP submission requirements will include, at a minimum:

- General business information and qualifications of the Proposer
- Financial and business references
- A description of the proposed method of operation
- An experience statement describing in detail the duration and extent of the Proposer's business experience with special emphasis upon experience with business of the type to which this proposal relates
- The proposed term of the Lease, including initial term and options
- The proposed rental amount to be paid for use of the property, with a minimum stated amount to be determined by Airport staff based on current fair market value prior to issuance of the RFP

Following the deadline for submission of the proposals, Airport staff will review the proposals and a prospective Lessee will be chosen based on the experience of the Proposers, the Proposers' financial capacity, the proposed rental rate, the proposed term of the Lease, and other factors as deemed appropriate. Staff will bring the proposed Lease back to the GFDC for their recommendation to the County Board of Supervisors.